

FUELING THEIR FASCINATION

Imagine a generation of tenacious individuals who are prepared to succeed in tomorrow's complex economy; a generation of young people who aspire to achieve greatness.


JA BIZTOWN COMPANY AND JOB DESCRIPTIONS



JA BizTown®

discoverycenter





Disclaimer:

The following jobs were designed to supplement JA of Georgia's implementation of JA BizTown programming at the Junior Achievement Chick-fil-A Foundation Discovery Center. Therefore, the jobs and services listed below are subject to change throughout the 2017-2018 school year. This document is for JA BizTown classroom implementation only. Please use the JA BizBrief booklet to learn more about the businesses listed in this document.

Job Descriptions

Position	Job Function
Chief Executive Officer (B2B & B2C)	<p>As CEO, you will be responsible for:</p> <ul style="list-style-type: none">• leading your team through the <u>Operations Guide</u> located in your tablet• visiting the bank to apply for your business loan• ensuring employees are completing job functions preparing & delivering <u>Earnings Report</u>
Chief Financial Officer (B2B & B2C)	<p>As CFO, you will be responsible for:</p> <ul style="list-style-type: none">• entering payroll, paying invoices, recording payments using <u>Payment Record Sheet</u>• making business deposits• completing an <u>Income Statement</u> assisting the CEO with leading your team during the day
Business-to-Business (B2B)	<p>As a B2B, you will be responsible for:</p> <ul style="list-style-type: none">• visiting all the businesses in JA BizTown• collecting an invoice payment for services your business provided each business tracking your collections on the Business Invoice
Business-to-Consumer (B2C)	<p>As a B2C, you will be responsible for:</p> <ul style="list-style-type: none">• marketing your business's products and services• providing excellent customer service• completing sales transactions using the sales computer• recording sales on the Consumer Sales Log

Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can play the Xbox system if their company enrolls in Purchasing Power's Employee Benefits Program. To play, they must pay a copay.

Business-to-Business Product/Service (B2B)

Every store in JA BizTown will be required to purchase business insurance, which will be invoiced through the computer software.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers who take the AT&T quiz will receive a pledge sticker about texting and driving.

Business-to-Business Product/Service (B2B)

Every store in JA BizTown will have access to high speed internet provided by AT&T.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase a variety of Home Depot items.

Business-to-Business Product/Service (B2B)

The Home Depot provides supplies to JA BizTown businesses.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase a cardboard puzzle that folds into a coin bank.

Business-to-Business Product/Service (B2B)

Graphic Packaging International, Inc. provides recycling services for all businesses in JA BizTown.

Bank to Use



Business Overview

Bank of America



Business-to-Consumer Product/Service (B2C)

Bank of America offers customers personal banking services including savings and checking accounts.

Business-to-Business Product/Service (B2B)

Bank of America provides business loans in JA BizTown and charges 5% interest.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Chick-fil-A will sell Mini Moo cows and donate proceeds to JA BizTown.

Business-to-Business Product/Service (B2B)

Chick-fil-A will provide catered business lunches.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

City Hall will collect Payroll Taxes and monitor citizens' behavior. Citizens who receive citations will pay fines to City Hall. The Mayor will select a male and a female "Citizen of the Day."

Business-to-Business Product/Service (B2B)

City Hall will collect JA BizTown taxes. The Mayor will choose the "Quality Business of the Day."

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers may purchase in-flight upgrades (i.e. first class seat, entertainment, snacks).

Business-to-Business Product/Service (B2B)

Delta Air Lines provides business travel for the employees of all stores in JA BizTown.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers who come in for a health checkup will receive a color-changing cup.

Business-to-Business Product/Service (B2B)

Children's Healthcare of Atlanta-Jackson Healthcare will charge all JA BizTown citizens a co-pay to use their services.

Bank to Use



Business Overview



Mercedes-Benz

Business-to-Consumer Product/Service (B2C)

Customers can purchase Mercedes-Benz sunglasses.

Business-to-Business Product/Service (B2B)

Mercedes Benz helps JA BizTown businesses by providing leased company transportation.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase a Hire Dynamics Dream Catcher.

Business-to-Business Product/Service (B2B)

Hire Dynamics provides a STEM employee for each store in JA BizTown

Bank to Use

Bank of America



Business Overview

JA Professional Services



Business-to-Consumer Product/Service (B2C)

JA Professional Services only provides Business-to-Business services.

Business-to-Business Product/Service (B2B)

JA Professional Services provides services needed to run the businesses of JA BizTown.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase bracelets with the NCR logo

Business-to-Business Product/Service (B2B)

NCR provides all of the Point of Sale (POS) machines in JA BizTown.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase pens, pencils and other various office supplies in store.

Business-to-Business Product/Service (B2B)

Newell Rubbermaid supplies pencils, paper, and other office supplies for all stores in JA BizTown.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase Holiday Inn earbuds.

Business-to-Business Product/Service (B2B)

Holiday Inn provides business travel accommodations to all businesses in JA BizTown.

Bank to Use



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can pay to play corn-hole. Customers will also have the opportunity to purchase Sage sunglasses.

Business-to-Business Product/Service (B2B)

Creation Station powered by Sage provides accounting and payroll software to businesses in JA BizTown.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase postcards from various destinations.

Business-to-Business Product/Service (B2B)

UPS makes deliveries to all of the stores throughout JA BizTown.

Bank to Use

Bank of America



Business Overview



Business-to-Consumer Product/Service (B2C)

Customers can purchase reusable canvas bags in order to shop more earth consciously.

Business-to-Business Product/Service (B2B)

Wal-Mart provides good and services to all customers.

Bank to Use

Bank of America



Business Overview

The Wells Fargo logo, consisting of the words "WELLS" and "FARGO" in yellow, bold, sans-serif capital letters, stacked vertically on a red square background.

Business-to-Consumer Product/Service (B2C)

Wells Fargo offers customers personal banking services including savings and checking accounts.

Business-to-Business Product/Service (B2B)

Wells Fargo provides business loans in JA BizTown and charges 5% interest.

Bank to Use

The Wells Fargo logo, consisting of the words "WELLS" and "FARGO" in yellow, bold, sans-serif capital letters, stacked vertically on a red square background.